

Status of Abel Industry in the Province of Ilocos Sur

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ABSTRACT

The study was conducted to determine the status of the abel industry in Ilocos Sur and investigate on the socio-economic conditions that could affect the viability of the industry. A total of 94 abel Iloko producers/weavers in the towns of Vigan, Caoayan, Bantay, Santa, and Santiago, Ilocos Sur were the respondents of this study. A questionnaire supplemented with informal interview with the respondents was used in gathering the data. Frequencies, percentages, and means were used in the analysis of data.

The average abel producer was 47 years old, finished Grade VI, and was engaged in the abel industry for 14 years. The respondents described the abel Iloko as attractively designed and colored, with improved texture, and versatile.

Majority of the respondents could produce and sell thousands of table runners, hand towels, and pillow cases per week, but all the other products (table covers, table napkins, blankets/bed covers, mosquito nets, dresses, furniture covers, curtains, bathrobes, uniforms, Kamisa de Tsino, and terno) - were done by order. They sold their products in their houses/weaving sites, in market stalls, and in nearby towns. Retailers, store owners, and wholesalers bought their products.

The producers had an average monthly sales of abel amounting to P33,403.76 which they claimed to be on status quo for three years. The average respondent incurred monthly expenses of P29,148.44 for materials, P2,956.95 for wages of weavers, and P643.85 for transportation cost or a total average monthly expense amounting to P32,749.24. This left the average producer/weaver a monthly net income of P654.52 from his abel business. This was not sufficient to support an average of four dependents, hence the other members of the family sought for other sources of income such as farming, hog raising, operating a small sari-sari store, vending, peddling, and carpentry.

Introduction

Background of the Study

Fashion so rapidly changes that the textile industry has to keep abreast with the increasing global demand for style and quality texture of garments and cloth. Due to this existing demand, manufacturers have to utilize high technology to facilitate production. With the introduction of such technology, the producers/weavers of *abel Iloko* (Ilocano woven cloth) encounter numerous problems in competing for rapid production, quality, texture, and design.

The *abel Iloko* has found a place in the world of fashion especially in 1998, the Philippine centennial year. In commemoration of this historically significant year, every government employee had to wear the Filipiniana costume and the *abel Iloko* was an ideal material for the costume. This made the material saleable and in demand. However, after the centennial year, what may happen? What status will the *abel Iloko* have in the world of fashion? The material can be used not only for outfits and costumes, but also for other accessories like curtains, pillow cases, and blankets, but there may be a receding status of the *abel Iloko* business/industry. This could be possible, but if producers and weavers worked hard to improve the quality, texture, and design of the material, the decline of the *abel Iloko* industry would be prevented. A study on the status of the *abel* industry in Ilocos Sur is, therefore, timely and essential.

Objectives of the Study

This study was conceived on the premise made by the researchers that *abel Iloko* could be saleable at all times if producers improved its quality and design and their merchandising strategies. It aimed to investigate on the conditions that can possibly affect the marketability of the material.

Specifically, it aimed to:

1. Determine the profile of the producers/weavers of *abel Iloko*.
2. Determine the profile of the *abel* industry in the province of Ilocos Sur.
3. Identify the kind of products produced and the volume of production.
4. Compare between the past and the present sale of *abel*.
5. Determine the economic aspects in the production of the *abel Iloko*.
6. Determine the factors affecting the sale of the *abel Iloko*.

Significance of the Study

The *abel Iloko* producers and weavers will benefit from this study. The results/ findings of the study will serve as basis for improving the material, the techniques and methods, and the marketing aspect of the product. It will also inform businessmen on the trends in selling the woven materials especially on the possible market outlets for the material.

The *abel Iloko* industry can be beneficial to the Ilocos Region, particularly the weavers and producers and can help attain the government's thrust for socio-economic growth and development, considering the peoples' value for hard work and the vast natural resources of the region. The *abel Iloko* industry can also contribute to the export development program of the government, thus, it can be among the effective agents in the transformation of the Philippines into a highly industrialized country. The study, in the end, can also assist the government in its policy-making functions and concern for local industries, particularly in assisting the small- and medium-scale industries in the rural areas and encouraging the promotion of livelihood projects in the localities.

Review of Related Literature

The study anchored on the following related literature and theoretical framework.

The *abel Iloko*, like the Ilocano *burnay* (earthen jar), gained prominence not only among the inhabitants of the capital town of Vigan, Ilocos Sur and its neighboring municipalities but also among tourists from various parts of the Philippines and even from foreign countries. Like the *burnay*, Ilocano *abel* is significantly linked to Ilocano heritage so that its decline and disappearance would imply the loss of a significant part of the Filipino culture.

Del Rosario (1983) stressed problem areas in the *batik* industry such as: lack of stable, adequate, homogenous, and reasonably-priced raw materials; lack of appropriate technology; poor dissemination of information on the technology; lack of skilled and semi-skilled manpower; lack of entrepreneurship skills; lack of marketing expertise and management competence; and other related problems. Cordova (1972) also identified the problems and the plight of cloth manufacturers on the future of the cloth industry.

Eldera (1977), in her study on the *batik* industry in Suba, Davao City, found out that the industry failed to progress from its primitive state and remained primarily antiquated due to obsolete methods and tools used in the manufacture of the cloth, caused by financial constraints. The industry, according to Eldera, was revived only

through its integration to allied courses in Vocational Education subjects in the high school and elementary schools.

Dela Cruz (1975) determined the nature of cloth to be dyed with red and brown. Compared to the weavers of *batik* cloth in Davao, majority of the *batik* weavers in Dumaguete expressed feelings to maintain the industry despite unfavorable factors such as low workmanship and income.

Roman T. Colt, Jr. (1983) introduced the concept of strategic marketing venture linking producers to investments with market share.

Methodology

This study was limited to the Ilocano *abel* producers/weavers in the towns of Vigan, Caoayan, Bantay, Santa, and Santiago, Ilocos Sur. A total of 94 producers/weavers were the respondents of the study.

A questionnaire was used in gathering the data. This was supplemented with informal interview with the respondents. Frequencies, percentages, and means were used in the analysis of data gathered.

Discussion of Results

Profile of Respondents

The profile of respondents in terms of age, educational attainment, and number of years engaged in weaving is presented in Table 1.

Age. The age of the *abel* of the producers/weavers in the stated towns of Ilocos Sur was included in this study because the researchers wanted to know the capability of these weavers despite their age. Twenty-three (24.47%) of the 94 respondents were already senior citizens having reached the age of 60 and above. When asked why they were still engaged in *this* job, some of them said that they did not want to be idle in their houses. Others said that they could still do the work and weaving was a form of exercise. The rest said that weaving was a means to augment their family income. On the other hand, 67.02% belonged to the 30-59 age bracket. These weavers were still full of vigor and they could do the job well. Eight (8.51%) were below 30 years old. The average age was 47 years.

Table 1. Profile of *abel Iloko* producers/weavers in Ilocos Sur.

CHARACTERISTIC	NO.	%
Age (years)		
70 & above	10	10.64
60 - 69	13	13.83
50 - 59	20	21.28
40-49	11	11.70
30 - 39	32	34.04
Below 30	8	8.51
Educational attainment		
Did not finish elementary	20	21.28
Finished elementary	35	37.23
Did not finish high school	5	5.32
Finished high school	12	12.76
Did not finish college	18	19.15
Finished college	4	4.26
Number of years engaged in weaving		
1-5	12	12.76
6-10	25	26.60
11-15	18	19.15
16-20	14	14.89
21-25	18	19.15
	7	7.45

Educational attainment. Out of the 94 weavers, 21.28% did not finish elementary education because of financial constraints. Thirty-five (37.23%) finished elementary schooling but did not continue in high school for personal reasons; only 5.32% did not finish high school because they got married early; 12.76% finished high school but did not continue in college because of financial reasons; 19.15% started college but did not finish due to unavoidable circumstances; and 4.26% were able to finish college but could not land in a job appropriate to what they had finished, thus, they preferred to engage in the weaving industry while they waited for greener pastures.

Number of years engaged in weaving. It was also essential to include in this study the number of years the producers/weavers were engaged in this industry to find out how long they have been weaving. Only 12.76% had been engaged in this industry for 1 to 5 years while only 7.45% had very long experience in weaving for they had been engaged

in it for more than 25 years. A total of 79.79% had been in this venture for 6-25 years. This number of years had given these producers/weavers enough exposure and experience in the improvement of *abel* especially in quality, design, and color. The average length in the weaving industry was 14 years.

Profile of the *Abel* Industry

The profile of the *abel* industry was measured in terms of various aspects of the industry such as the kind of *abel* products, the number of pieces produced per kind per week, the average quantity sold per week, the place where the products were sold, buyer of the products, and the characteristics of the *abel* Iloko (Table 2).

Kind of products. The producers/weavers of *abel* in Bantay, Vigan, Caoayan, and Santa produced different varieties of *abel*. Over one-fourth of the respondents (26.60%) produced pillow cases and over one-fifth (21.28%) produced table covers. Less than one-fifth (19.15%) produced table napkins. An equal number of respondents (15.96%) produced either table runners or hand towels. Bed covers or blankets were produced by 13.83%; mosquito nets, by 10.64%; dresses, by 9.57%; furniture covers, by 8.51%; curtains, by 5.32%; bathrobes, by 4.26%; and uniforms, by 3.19%. The least produced *abel* were the *Kamisá de Tsino* and *terno* or formal attire (2.13% each). During the informal interviews with the weavers, they revealed that some were told to weave different varieties which were in demand; others produced what were ordered by their customers; and, some wove whatever was needed by the public.

Number of pieces produced per kind per week. The top three products were pillow cases (2825), table covers (2001), and hand towels (1895). Ranging from 194 to 368 pieces per week were mosquito nets, curtains, blankets/bed covers, and table napkins, in ascending order. The least items produced were dresses (81), bathrobes (50), *Kamisá de Tsino* (17), *terno* (5), and uniforms (3).

Average number of pieces sold per week. On the average, the top grossers per week were pillow cases (1825), table covers (1541), and hand towels (1389). These were followed by table napkins (268), mosquito nets (125), curtains (123), blankets/bed covers (100), table runners (74), dresses (34), and bathrobes (30). The least selling items were *Kamisá de Tsino* (7), uniforms (3), and *terno* (2).

With this kind of sales the producers made per week, the *abel* industry doesn't seem to be very inviting to venture in, considering the growing demand for clothing imported from other countries.

Place where products were sold. When asked where they sold their products, 35.11% claimed that they displayed and sold them in their respective houses or at the

Table 2. Profile of the *abel* industry in Ilocos Sur.

ASPECT OF THE ABEL INDUSTRY	NO.	%
Kind of products		
Pillow cases	25	26.60
Table covers	20	21.28
Table napkins	18	19.15
Table runners	15	15.96
Hand towels	15	15.96
Blankets/bed covers	13	13.83
Mosquito nets	10	10.64
Dresses	9	9.57
Furniture covers	8	8.51
Curtains	5	5.32
Bathrobes	4	4.26
Uniforms	3	3.19
<i>Kamisa de Tsino</i>	2	2.13
<i>Terno</i> (Formal Attire)	2	2.13
Number of pieces produced per kind per week		
Pillow cases	2825	
Table covers	2001	
Hand towels	1895	
Table napkins	368	
Blankets/bed covers	214	
Curtains	200	
Mosquito nets	194	
Table runners	94	
Dresses	81	
Bathrobes	50	
<i>Kamisa de Tsino</i>	17	
<i>Terno</i>	5	
Uniforms	3	
Average number of pieces sold per week		
Pillow cases	1825	
Table covers	1541	
Hand towels	1389	
Table napkins	268	
Mosquito nets	125	
Curtains	123	
Blankets/bed covers	100	
Table runners	74	
Dresses	34	
Bathrobes	30	
<i>Kamisa de Tsino</i>	7	
Uniforms	3	
<i>Terno</i> (informal attire)	2	

Table 2. Continued.

ASPECT OF THE ABEL INDUSTRY	NO.	%
Place where products were sold		
House/weaving sites	33	35.11
Stalls of retailers	25	26.59
Nearby towns	18	19.15
Market stalls	10	10.64
Baguio City	5	5.32
Fairs and exhibits	3	3.19
Buyer of products		
Retailers	36	38.30
Store owners	22	23.40
Wholesale buyers	14	14.89
Housekeepers	11	11.70
Tourists/visitors	7	47.45
Cloth factories	4	4.25
Characteristic of <i>abel</i> Iloko		
Attractive designs	38	40.42
Attractive color	26	27.66
Improved texture	20	21.28
Versatility	10	10.64

weaving sites. Since most of their products were ordered by their customers, the producers just waited for them to pick up what they had ordered. One-fourth (26.59%) sold their products in retailers' stall where they consigned their products to the retailers. Less than one-fifth (19.15%) went to nearby towns to sell their products. When further inquired on how they did this, the respondents explained that they sold their products from one town to another especially during market days in these places. One-tenth (10.64%) sold their products in market stalls. Only a few sold their products in Baguio City (5.32%) or sold their products in fairs and exhibits (3.19%).

Buyer of products. The researchers also inquired on the buyers of their products and the following responses were obtained: retailers (38.30%), store owners (23.4%), wholesale buyers (14.89%), housekeepers (11.70%), tourists/visitors (7.45), and clothes factories (4.25%). This implies that the *abel* bought by housekeepers are for their consumption. Visitors were also smart enough to request discounts when they bought in bulk because they also sold them in their places.

Characteristic of the *abel* Iloko. When the producers/weavers were asked about the characteristics of their products, 40.42% said that their products had attractive designs. More than one-fourth (27.66%) said that they had attractive color, while one-

fifth said that they had improved texture or quality. One-tenth (10.64%) said that their products were versatile, in the sense that their products could be made into different items and could be used in many ways. This implies that the *abel* producers/weavers tried their best to compete with one another in the ever-changing fashion of the country.

Status of the Abel Industry

The status of the *abel* industry in terms of sales is presented in Table 3. This was determined by comparing the present sales of *abel Iloko* to the sales for the past three years.

Almost three-fourths (72.34%) claimed that their sales remained constant for the past three years. Almost 16% revealed that their present sales were lower than that in the past years. Only 6.38% claimed that their sales were twice greater than that in the past, while 5.32% claimed that their sales were thrice greater than their past sales. These findings imply that the status and prospects of the *abel* industry in Ilocos Sur is quite dismal as evinced by a status quo in the sale of the majority of the respondents.

Table 3. Present status of the sale of *abel Iloko*.

PRESENT STATUS	NO.	%
Three times greater than in the past	5	5.32
Two times greater than in the past	6	6.38
Same as in the past	68	72.34
Lower than in the past	15	15.96

Economic Aspects of the *Abel Aoko*

To determine the viability of the *abel* industry as an income generating venture, the researchers delved into the economics aspects of the industry. The monthly expenses and sales were analyzed and the sufficiency of the net income to support their dependents was determined. Other sources of income of the family members were also identified.

Table 4 presents the monthly expenses in the production and marketing of the *abel Iloko*.

Monthly expenses for materials. A majority of the respondents (61.70%) revealed that they spent P20,000-39,999 per month to buy the materials used in weaving *abel*. Less than one-fourth (23.40%) of the respondents spent less than P20,000 a month while 12.77% spent P40,000-59,999 per month. Only 2.13% spent P80,000 and above per month. The average monthly expenses for materials was P29,148.44. The producers' statement of expenditures shows that they usually bought their materials by bulk every month and some used expensive materials for their products.

Table 4. Monthly expenses in the production and marketing of *abel Iloko*.

ITEM	NO.	%
Expenses for materials	n = 94	
Less than P20,000.00	22	23.40
20,000 - 39,999	58	61.70
40,000 - 59,999	12	12.77
60,000 - 79,999	0	0
80,000 & above	2	2.13
Average Monthly Expenses For Materials	P29,148.44	
Wages of workers/weavers	n = 94	
Below P2,000.00	44	46.81
2,000 - 3,999	15	15.96
4,000 - 5,999	28	29.79
6,000 & above	7	7.44
Average Monthly Wages	P2,956.95	
Transportation cost	n= 26	
Below P600	3	11.54
P600 - P699	5	19.23
P700&above	18	69.23
Average Monthly Transportation Cost	P643.85	
Total Average Monthly Expenses	P 32,749.24	

Monthly wages of weavers. The wages of the workers/weavers were paid monthly, bi-monthly, or weekly. However, in this study the average monthly wages were computed based on the number of pieces of *abel* they could finish. It was revealed that 46.81% of the respondents received below P2,000 as wages, while less than one-third (29.79%) received P4,000-5,999. The others earned P2,000-3,999 a month (15.96%) and P6,000 and above (7.44%). The average monthly wages of weavers amounted to P2,956.95.

It is very glaring that this kind of job cannot support a family as evidenced by the very low salary received by almost half of the respondents. It further implies that these wages are commensurate to the education they have attained but not gratifying to the energy they have exerted in weaving

Monthly transportation cost. Only 26 respondents incurred transportation cost for they sold their products in nearby towns, in fairs and exhibits in the town, and in Baguio City. More than two-thirds (69.23%) of them incurred P700 and above for transportation cost per month while one-fourth (19.23%) incurred P600-699. Only 11.54% incurred less than P600 for their monthly transportation cost. The respondents incurred an average monthly transportation cost of P643.85.

Total average monthly expenses. By adding the average monthly expenses for materials, wages of weavers, and transportation cost, the total average monthly expenses amounted to P32,749.24.

Monthly sales of *abel Iloko*. Table 5 shows the sales of *abel Iloko* per month. More than one-third (39.36%) of the respondents revealed that their average monthly sales amounted to less than P20,000 while more than one fourth (26.60%) had a monthly sales of P40,000-59,999. Less than one-fifth (19.15%) claimed that their average monthly sales amounted to P20,000-39,999 a month, while 14.89% of the respondents sold at a monthly average of P60,000 and above. The respondents had an average monthly sales of P33,403.76.

Table 5. Sales of *abel Iloko* per month.

AMOUNT OF SALES	NO.	%
Less than P20,000.00	37	39.36
20,000 - 39,999	18	19.15
40,000 - 59,999	25	26.60
60,000 & above	14	14.89
Average Monthly Sales	P33,403.76	

Cost-benefit analysis. The cost benefit analysis of the *abel* industry in Ilocos Sur is presented in Table 6. After deducting the average monthly expenses (P32,749.24) from the average monthly sales (P33,403.76), an average monthly net income of P654.52 was obtained. This implies that through this business, the *abel* producers/weavers could earn a little to meet some of their family's needs. Thus, this kind of business is not viable as the only source of livelihood.

Table 6. Cost-benefit analysis of the *abel* industry.

ITEM	AMOUNT
Average monthly sales of <i>abel</i>	P 33,403.76
Less: Average monthly expenses	32,749.24
Average monthly net income	P 654.52

Other economic aspects. Included in this study were other economic aspects such as the number of dependents, sufficiency of income from the *abel* industry to support the family, and other sources of income of the family members (Table 7).

Table 7. Other economic aspects of the *abel* industry.

ITEM	NO.	%
Number of dependents		
1-2	21	22.34
3-4	42	44.68
5-6	17	18.09
7-8	14	14.89
Average Number Of Dependents	4	
Sufficiency of income from the industry to support the family		
Sufficient	42	44.68
Not sufficient	52	55.32
Other sources of income of the family members		
Farming	55	58.51
Hog raising	32	34.04
Sari-sari store	19	20.21
Vendor	15	15.96
Carpentry	10	10.64
Peddling	10	10.64
Tricycle driving	8	8.51
Teaching	5	5.32
Pension	3	3.19

Less than half (44.68%) of the respondents had three to four dependents, while more than one-fourth (22.34%) had one or two dependents. Less than one-fourth

(18.09%) had five or six dependents while 14.89% had seven to eight dependents. The average respondent had four dependents. Considering the average monthly net income of P654.52, a dependent receives only P5.45/day or P16.63/month as share from the said income. This could be the reason why 55.32% of the respondents claimed that the income from the *abel* industry was not sufficient to support their family. On the other hand, 44.68% of the respondents claimed that such an income was sufficient because they had other sources which could augment their income from the *abet* industry.

To supplement their income from the *abel* industry, other members of the family had to generate income through the following: farming (58.51%); hog raising (34.04%); sari-sari store (20.21%); vendor (15.96%), peddling food/vegetable and carpentry (10.64% each); tricycle driving (8.51%); teaching (5.32%); and pension (3.19%). It could be implied that the family members of these respondents tried hard to help generate income so that they could make both ends meet.

Factors Affecting the Sales of *Abel Iloko*

The factors affecting the production and sales of *abel Iloko* as perceived by the respondents are shown in Table 8.

Table 8. Factors affecting the production and sales of *abel Iloko*.

FACTOR	FREQUENCY OFMENTION	%
Competition in terms of quality, design, and color	48	51.06
Compulsory weaving of centennial clothing	65	69.15
Products are used for decorations (floats, stage, etc.)	38	40.43
Tourists' attraction	40	42.55
Souvenirs	55	58.51
Price competition	25	26.60
Discounted prices	30	31.91
Products are often used as gifts	38	40.43
Manner of promoting the product	20	21.28

Compulsory weaving of centennial clothing was perceived by the majority (69,15%) of the respondents as a factor affecting their production and sales. They revealed that their sales either increased or maintained a status quo when all the government agencies were required to wear Ilocano-woven cloth or *Filipiniana* attire in 1998 to commemorate the 100 anniversary of the Philippine Independence.

More than half of the respondents (58.15%) perceived that another factor which may have affected their sales or production of *abel* was the use of *abel* as souvenirs. Another factor perceived by 51.06% was competition in terms of quality, design, and color. They implied that the better the quality, design, and color of the *abel* product, the higher the demand for such products.

That it was an attraction to tourists was a factor perceived by 42.55% of the respondents. An equal number of respondents (40.43%) perceived each of these factors: use of the *abel* products as stage and float decorations and use of these products as gifts during weddings, anniversaries, birthdays, and the like.

Giving discounts to customers is another factor mentioned by 31.91% of the respondents and price competition was perceived by 26.6%. The producers gave discounts or sold the goods at a lower price to be able to hold their customers. The last factor perceived by the least number of respondents (21.28%) was the manner of promoting the product.

Conclusions

Profile of Respondents

The average *abel Iloko* producer/weaver was 47 years old, finished Grade VI, and was engaged in the *abel* industry for 14 years.

Profile of the *Abel* Industry

Majority of the producers/weavers produced pillows cases, table covers, table napkins, table runners, hand towels, blankets/bed covers, mosquito nets, dresses, furniture covers, curtains, bathrobes, uniforms, *Kamisa de Tsino*, and *Terno*. They could finish thousands of table runners, hand towels, and pillow cases per week but all the rest of the products were done by order.

The producers/weavers could also sell thousands of table covers, hand towels, table napkins, and pillow cases a week, but did not have a good sale of dresses/uniforms, *terno*, bathrobes, and jackets.

Most of them sold their products in their houses/weaving sites, in the market stalls where retailers sold them, and in nearby towns. Only a few sold their products in Baguio City and places where fairs and exhibits were held.

Majority of the producers/weavers claimed that retailers, store owners, and wholesalers bought their products while a good number also claimed that housekeepers bought their products.

The respondents described *abel Iloko* as having attractive designs and colors, improved texture, and versatility.

Status of the *Abel* Industry

Majority of the respondents claimed that a status quo was maintained in the sales of *abel Iloko* as compared to their sales the past three years.

Economic Aspects of the *Abel Iloko*

The average respondent incurred the following expenses per month: P29,148.44 for materials, P2,956.95 for wages of weavers, and P643.85 for transportation cost. The average monthly expenses amounted to P32,749.24. With an average monthly sales of P33,403.76, the average producer/weaver had a monthly net income of P654.52. This was barely enough to support an average of four dependents. However, the respondents had other sources of income like farming, hog raising, operating a small sari-sari store, vending, peddling, and carpentry.

Recommendations

Based on the aforesaid conclusions, the following recommendations are hereby forwarded:

1. Weaving is a work which should be done by women. However, it is not an embarrassing activity for men to undertake, especially for men who are not doing anything except attend to their *barkadas* (peer groups) and engage in different vices, since they are even more inclined to better designs and arts.
2. Producers of *abel Iloko* should coordinate with lending institutions regarding higher capital for their business.
3. The *abel* producers should give incentives and higher salaries to their weavers to motivate them to work harder.

4. The proprietors should contact big-time buyers instead of waiting only for buyers to go to their houses to buy their products.
5. The status quo in the sale of *abel* may imply that the products had no improvement. This calls for a need for these producers to improve their product especially on quality, design, and attractiveness.
6. The UNP in coordination with the Department of Trade and Industry (DTI) and the Technology and Livelihood Resource Center (TLRC) should conduct seminars and workshops for *abel* producers/weavers and invite resource persons engaged in the world of fashion to update them on improved designs and quality of the product.
7. Since their income from this industry is not sufficient to support their family, the weavers should double or triple their efforts in their work and be more aggressive to improve the *abel* industry, thus generate more income from it.
8. The weavers should not only be contented with the little income derived from the *abel* industry but also think of other livelihood projects to augment their income to attain a better standard of living.

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